

HOWARD[®]

LIGHTING PRODUCTS



A Division of Howard Industries, Inc.

Derral Ward

Vice-President Sales

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June 15, 2006

Dear Howard Customer,

With the increases in the cost of metals, magnetic ballasts, and transportation we find it necessary to initiate a price increase on all HID fixtures. This increase will average 15% and will take effect on July 1, 2006.

All orders received prior to July 1, 2006 will be honored at the current price levels. Orders received after July 1, 2006 will be invoiced at the new price levels. Outstanding quotations will be honored at the pricing and terms noted on the quotation.

Look for additional new lighting products, literature, and promotional material from Howard Industries in the coming months. Please contact your local representative or the Howard sales staff if you have any questions.

We appreciate your support and business.

Sincerely,

Derral Ward